

# An Agency of the State of Hawaii

Stadium Authority Meeting 99-500 Salt Lake Boulevard Honolulu, Hawaii 96818

December 18, 2008

Members Present

Kevin Chong Kee, Chairman

Kay Ahina

Marvin Fong

Alexander Kane, Jr.

Marcia Klompus

Kenneth Marcus

Alan Tamayose

Staff

Scott Chan

Lois Manin

Andrew Chang

Deborah Ishihara

Stephen Lee

Members Absent

Kathryn Inouye

Nelson Oyadomari

Shelly Shoji Liane Nakagawa

Engel Garcia

Eligel Galcia

Jim Oshiro

### Others

John Dellera, Deputy Attorney General Randall Nishiyama, Deputy Attorney General Russ Saito, DAGS Comptroller John McNamara, UH Athletics Davy Murayama, Centerplate, General Manager Rosie Chang, Centerplate, Swap Meet Manager

# I. CALL TO ORDER

A quorum being present, Chairman Kevin Chong Kee called the meeting to order at 10:05 a.m.

II. <u>APPROVAL OF MINUTES OF THE NOVEMBER 20, 2008 PUBLIC</u> MEETING AND EXECUTIVE SESSION.

> Member Fong corrected page one to show that he was not in attendance. Member Marcus corrected a typographical error in "recommendation" on page five, fourth paragraph from the bottom of page.

ON A MOTION BY MEMBER AHINA TO ACCEPT THE MINUTES OF THE NOVEMBER 20, 2008, PUBLIC MEETING, AND SECONDED BY MEMBER FONG, THE BOARD UNANIMOUSLY APPROVED THE MINUTES AS CORRECTED.

ON A MOTION BY MEMBER AHINA TO ACCEPT THE MINUTES OF THE NOVEMBER 20, 2008, EXECUTIVE SESSION AND SECONDED BY MEMBER TAMAYOSE, THE BOARD UNANIMOUSLY APPROVED THE MINUTES.

## III. MONTHLY REPORT

A. CHAIRMAN'S REPORT

None

#### B. MANAGER'S REPORT

All Star Football Tournament Double-Header – 12/12/09
 This event was very successful. The first game was played by the East/West local high school all-stars and the second was between the Mainland all-stars and the local/Polynesian all-stars. Manager Chan highly recommends the continuation of this program which brought out the local talent and sponsored by HUB, a non profit group.

#### Attendance

The rainy weather during the past three weeks has significantly affected attendance at the games.

• University of Hawaii (UH) -Sheraton Hawaii Bowl Manager congratulated UH on playing the Bowl game on Christmas Eve. He announced some of the parking/traffic adjustments that are being made to improve the flow of traffic, by addressing the hot spots and allowing the public to access the Upper Halawa Parking Lot through Gates 3 and 4. Alternate parking will be available and shuttle service for ADA will be provided. Ticket sales are over 40,000 and a sell-out crowd is anticipated. Also, the Swap Meet will be closed on game day.

### Oahu Pop Warner

The games were successful and occurred during the four Sundays in November. The staff faced many challenges with the inclement weather and the long hours from 5:00 a.m. until 10:00 - 11:00 p.m.

## Swap Meet

Christmas hours began December 17, 2008 and will be in effect through December 23, 2008.

### Scoreboard Supervisor & Engineer

Manager introduced James Oshiro, who will be our new scoreboard supervisor. He will oversee the day-to-day scoreboard administrative responsibilities.

Hiring a new engineer is anticipated very soon.

#### Security Report

Member Klompus inquired about responsibility of the criminal damages noted in the security report. Manager Chan stated the repair expenses are charged to the licensee, or, if apprehended, the individual is held responsible.

#### C. APPROVAL OF EVENTS

1. Father Bray Football Classic August 15, 2009 (Saturday)

A MOTION WAS MADE BY MEMBER KANE AND SECONDED BY MEMBER KLOMPUS TO APPROVE THE EVENT. THE MOTION CARRIED UNANIMOUSLY.

#### D. UHAD MONTHLY REPORT

John McNamara said the University of Hawaii (UH) had an incredible football season and gave a big Mahalo to the Stadium Authority and Stadium Staff for doing a fantastic job. He noted every aspect of the game operations were fantastic; the staff cooperation, customer service, courtesy and friendliness by the ushers were great; and, problems related to traffic and parking were non-existent. During rainy days when UH had to make quick, last-minute decisions, the staff stepped in to help. It really illustrated the incredible teamwork that UH has with the Stadium. They couldn't be more pleased and are looking forward to the next season

### Sheraton Hawaii Bowl

UH will be working very closely with David Matlin and looking forward to another exciting event.

#### Coaches Box

Member Klompus noted during the television coverage of the Cincinnati game, the coach's box looked terrible. She asked if something could be done (like a coat of paint), prior to the Hawaii Bowl for a better appearance. Manager Chan said they will try to accommodate her request.

E. CENTERPLATE/SWAP MEET MONTHLY REPORT (Report distributed)

Swap Meet Manager, Rosie Chang, presented her report:

- Two additional Swap Meet days this year compared to November 2007;
- The D. E. and F row stall rentals decreased 4.97% compared to 2007;
- The average A,B, and C row stall rentals decreased 8.8% compared to 2007;
- Displaced E and F rows and driveway vendors were allowed to stay in their current locations until the end of December, an option that was well received by the vendors;
- A Charity Auto Swap will open for business in the very near future in Section 1C;
- The Brand Strategies Group advised management that they would not be providing their services to the Swap Meet due to the expanded scope of the project. Management is presently meeting with potential marketing companies to expedite the strategic marketing plans.

Stadium Manager said this is a setback and management is diligently looking for a replacement.

Member Klompus inquired about business in December and also about the number of stalls that would be rented by the Charity Auto Swap.

Ms. Chang replied the Christmas business is slow due to the rainy weather; and approximately 29 stalls will be rented once a month.

# IV UNFINISHED BUSINESS – Discussion and Appropriate Action

A. Aloha Stadium Advertising Contract – Discussion and appropriate action on award of contract for the Aloha Stadium Advertising Concession.

Chairman Chong Kee stated the Board has received a recommendation from the sub-committee to accept the IFB from CBS. A recap of the bid was presented by Member Marcus:

- Installation of televisions, as requested;
- Upgrade the Scoreboard complex significantly;
- Add some advertising space;
- Recover approximately \$1.5 over the course of a 10-year contract:
- The splits are the same as their original proposal
- After the recapture, the guaranty is the same.

Deputy Attorney General John Dellera explained we are in agreement with the business terms. Included in their C.I.P improvements is the replacement of the current message center and video with an 18 ft. x 18 ft. scoreboard and an 18 ft. x 48 ft. video display. Mr. Dellera noted CBS proposed a few changes in the contract which have been incorporated in the final draft and will be sent to them once the contract is awarded. He noted there are no disagreements.

Member Klompus inquired if some of the new televisions will go into the Press Boxes. Stadium Manager responded to Ms. Klompus' question by saying yes.

A MOTION WAS MADE BY MEMBER KLOMPUS AND SECONDED BY MEMBER FONG TO AWARD THE CONCESSION CONTRACT TO CBS COLLEGIATE SPORTS FOR A TEN-YEAR PERIOD ON THE TERMS SET FORTH IN THEIR PROPOSAL. THE MOTION CARRIED UNANIMOUSLY.

Chairman Chong Kee thanked the members of the sub-committee, Mr. Dellera and Mr. Nishiyama for completion of the contract.

B. Aloha Stadium Swap Meet Reorganization – Update from Stadium Management and Centerplate on the reorganization of the Aloha Stadium Swap Meet.

No report was presented.

C. Aloha Stadium Repair Work – Update from Comptroller Russ Saito on the stadium repair project or any update involving Aloha Stadium.

Comptroller Russ Saito handed out an updated matrix of Aloha Stadium's Necessary Capital Improvements (Health and Safety Phase I) and provided the Board with a detailed status of the following projects: 1) Roof Deck Replacement; 2) New Waterline Bypass; and 3) Upgrading of the Stands.

- V. NEW BUSINESS Discussion and Appropriate Action
  - A. Aloha Stadium Swap Meet- Discussion with sub-committee on the new Aloha Stadium Swap Meet RFP.

Chairman Chong Kee said the RFP committee will be chaired by Member Tamayose and announced the names of the sub-committee:

- Lois Manin Deputy Manager
- David Uchiyama Vice President of Marketing, Hawaii Tourism Authority
- Ivan Nishiki Branch Chief, DAGS Public Works
- Kay Ahina Stadium Authority
- Nelson Oyadomari Stadium Authority

The Advisory Group will consist of:

- Randall Nishiyama Deputy Attorney General
- Deborah Ishihara Stadium Administrative Service Officer
- (TBD) State Procurement Office

Comptroller stated he has delegated the procuring officer's position to Stadium Manager Scott Chan; also noted Mr. Chan cannot be a member of the sub-committee or advisory group.

Board Members expressed concerns on the time frame for completion of the contract. Manager Chan stated there is enough time to award the contract by July, 2009 if the sub-committee gets started in January. Comptroller noted that the Stadium Manager can hire a consultant to assist with the writing of the RFP if necessary.

Comptroller Saito suggested that the sub-committee create the RFP as soon as possible and make a presentation at the next meeting, with the intent that the finished product will be available to the Board at the February meeting.

### Ashley Harding. Vendor #892 - Questions to the Board

Chairman provided the Board (SA) with a copy of Mr. Harding's email dated November 20, 2008. The following are his questions and answers by the Board:

- 1. What is the no later than date that a new RFP must be created? (ANS.) Date to be determined by Aloha Stadium Swap Meet sub-committee (ASSMSC);
- 2. What date will it go public for bid? (ANS.) Noted above;
- 3. How long will the ad remain open? (ANS.) Thirty (30) days;
- 4. Which Authority members are on the Swap Meet RFP subcommittee? (ANS.) RFP COMMITTEE: Alan Tamayose (Chair, SA), Kay Ahina (SA), Nelson Oyadomari (SA), Lois Manin (Deputy Stadium Manager), Ivan Nishiki (Branch Chief), DAGS Public Works Leasing Branch; David Uchiyama (Hawaii Tourism Authority Vice President of Marketing). ADVISORY COMMITTEE: Randall S. Nishiyama (Deputy Attorney General), Deborah Ishihara (Stadium Administrative Services Officer), State Procurement Office Procurement Specialist;
- 5. <u>Is there a single DAGS procurement officer assigned to this RFP?</u> (ANS.) See above;
- 6. What work has been done to date on rewriting the RFP? (ANS.) None;
- 7. Will the sub-committee engage vendors to learn about what needs to be adjusted? (ANS.) Deputy Attorney General responded that the Sub-committee will decide what it wants to do in terms of comments it wishes to receive from the vendors. Mr. Harding stated the Vendors' Association will be available. He and Neumann Shim are the contacts.

Comptroller suggested that the sub-committee find out how many of the vendors are being represented by the

> Association; if there isn't complete representation, then the sub-committee should solicit comments from some of those who are not being represented.

Mr. Harding said they represent approximately 85% of the vendors in Rows A,B, C and D.

- 8. Will the sub-committee engage the existing contractor: (ANS.) Sub-committee to determine.
- 9. Does the Authority still plan to take into consideration the Centerplate financed RFP review of Mr. Schoen? (ANS.)

  Mr. Nishiyama stated the Sub-committee to determine;
- 10. Does the Authority plan to secure their own expert to review and make recommendations for the RFP? (ANS.)

  Mr. Nishiyama stated the Sub-committee to determine;
- 11. Please confirm that it is in the interest of the Authority to rewrite the Swap Meet Management RFP. (ANS.)

  Mr. Nishiyama stated the Sub-committee to determine;
- 12. Please confirm that the appeals process after awarding the contract is five (5) business days. (ANS.) Bidders may appeal within up to five (5) days after bid opening.
- 13. Please confirm if the Authority will take into consideration our previous requests for a statement/ruling from the Comptroller regarding the eligibility of Centerplate under the existing RFP given their other contracts at Aloha Stadium, especially after Mr. Saito's comments during the August monthly meeting. (ANS.) The Aloha Stadium Food and Beverage contract is entirely separate from the Aloha Stadium Swap Meet contract.

<u>Closing Comments</u> – Member Klompus congratulated everyone at the stadium and said there is no question that there has been a remarkable change with everything at the stadium; including UH's confirmation that they have a very good relationship with the Stadium. She also stated, as Board Members, they should all feel very proud because everything they hear about the Stadium is good.

VII. NEXT MEETING - January 29, 2009

VIII. ADJOURNMENT at 11.20 a.m.

KEVIN CHONG KEE

Chairman

Recorded by:

Diana Ho

Approval Date:

January 29, 2009